

Message Text

UNCLASSIFIED

PAGE 01 TUNIS 03206 031522Z
ACTION NEA-11

INFO OCT-01 ISO-00 EB-08 /020 W
-----008275 031530Z /75

P 031344Z MAY 78
FM AMEMBASSY TUNIS
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 969

UNCLAS TUNIS 3206

E.O.11652: NA
TAGS: BENC BTIO TS
SUBJ: MAJOR PROJECT: SUPPLY AND INSTALLATION OF WATER PIPES

REF: (A) USDOC 07801, (B) TUNIS 2567, (C) TUNIS 2568

1. SONEDE HAD ISSUED TWO TENDERS: FIRST, FOR SUPPLY OF PRESTRESSED CONCRETE OR DUCTILE CAST IRON (REFTEL B), AND SECOND, FOR THE TRANSPORTATION AND INSTALLATION OF THE SAME PIPES (REFTEL C). THEREFORE, THE PIPES ARE DEFINITELY TO BE SUPPLIED.
2. UPON RECEIPT OF \$800, WE WILL PURCHASE TENDER DOCUMENTS AND SEND THEM TO MR. SANDT, PRICE BROTHERS.
3. WE CONTACTED SONEDE TO EXPLORE POSSIBILITIES UNDER WHICH PRICE BROTHERS OFFERS COULD BE COMPETITIVE. ACCORDING TO MR. KHALED BELKHOJA, CHIEF OF THE STUDIES DIVISION FOR TUNIS AND NORTHERN TUNISIA, SONEDE, PRICE OFFERS WOULD BE COMPETITIVE IF: (A) THEY ESTABLISH A JOINT VENTURE WITH TUNISIAN PARTNERS TO MANUFACTURE PIPES (THIS WOULD BE THE MOST APPEALING FORMULA SINCE EL ANABIB, THE ONLY SUCH PLANT EXISTING IN TUNISIA, DOES NOT HAVE SUFFICIENT CAPACITY TO MEET TUNISIA'S NEEDS); OR (B) SUPPLY PIPES (POSSIBLY CAST IRON) FROM ABROAD--BELKHOJA THOUGHT PRESTRESSED CON-

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PAGE 02 TUNIS 03206 031522Z

CRETE OR CAST IRON PIPES SUPPLIED FROM A EUROPEAN COUNTRY, FRANCE OR ITALY, WOULD BE MORE COMPETITIVE.
MULCAHY

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